

Application Scientist, North America

REPORTS TO: Science & Engineering Manager, Sophion Bioscience, Inc.

SUBORDINATE POSITIONS: None

SUMMARY OF FUNCTION: Primarily responsible for Sophion Bioscience, Inc.'s QPatch and Qube application support in North America

About the position:

Due to our continued growth, Sophion Bioscience Inc. is seeking an Application Scientist to be based in our Boston facility (Bedford, MA). As an Application Scientist at Sophion, you will encounter interesting challenges of technical and application character of nearly all known ion channels. You will be challenged with the very fundamentals of patch-clamping as well as collaborating with the best electrophysiologists in both industry and academic laboratories. You will be a part of a global application team with colleagues in Denmark, Japan, and China.

Main Responsibilities:

- Plan and perform product demonstrations, installations, training, and presentations at end-user sites
- Provide technical support for end-users via remote or onsite troubleshooting
- Support Marketing and sales in identifying key customer segments and developing strategies to increase reach and revenue
- Travel as needed to customer meetings, tradeshow, and relevant scientific meetings
- Be the customer's voice in development work for new applications and assays
- Assist in optimizations of cell lines for automated patch clamp
- Provide pre-sales support with demos and customer presentations
- Writing of application reports, posters and publications
- Participate in validation studies for new products

Key Qualifications:

- Scientific background in biology, pharmacology or a similar field
- Preferred: Ph.D. in electrophysiology, biology or related area
- Required: MSc with at least 2 years of commercial experience will be considered
- Experience with electrophysiology is a must
- Manual Patch clamp and/or automated patch clamp experience is required
- Knowledge of the drug discovery process from high throughput screening (384-format) to lead optimization and safety assessment on ion channels is a plus

Sophion Bioscience A/S

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Personal Qualities:

- Required: Already resides in Massachusetts or willing to relocate
- Highly Driven and motivated work ethic
- Ability to work independently
- Willingness to travel at least 40% of the time, sometimes with short notice. Some weekends may be required from time to time
- A team player that works well in a dynamic environment and can have several activities ongoing at once and keep the overview.
- Service-minded, enthusiastic, self-driven, and enjoy solving complicated problems with a general technical flair and a “can do, will do” mindset
- Able to communicate fluently in English and have excellent communication and presentation skills in front of an audience
- Able to step in when colleagues need help, and it comes naturally for you to ask for help when needed
- A hands-on person who thrives in a laboratory environment
- Proficient in Excel, PowerPoint, Word proficient in Excel, PowerPoint, Word

Experience:

- Solid background in electrophysiology (a must)
- Cell Culture (cell lines and primary cells, stem cells is a plus), 2 years experience (preferred)
- Customer-facing or tech support: 1 year (preferred)

Sophion Bioscience Inc. is an equal-opportunity employer. We evaluate qualified applicants without regard to race, color, national origin, religion, gender, age, marital status, disability, veteran status, sexual orientation, gender identity, or any other characteristic protected by law.

Please apply at

job@sophion.com

Application deadline: As soon as possible

If you have any questions, please contact the hiring manager:

Daniel Sauter, DRS@Sophion.com, Phone +1 858 733 2924

Sophion was founded almost twenty years ago by a group of passionate electrophysiologists, all having the shared purpose of making patch clamping objective and independent of user skills to provide faster, more accurate, and objective results. We are an innovative, rapidly expanding company that has developed from a startup into a global organization while maintaining the passion and drive to provide solutions for high-performance cell analysis. Today the company’s analytical platforms QPatch and Qube are placed at leading pharmaceutical companies and Contract Research Organizations (CRO) and with our dedicated support and service, it ensures us a leading position in the market. We try our best to be a great company to work for; fun, fulfilling, and always challenging as we compete in a fast-moving market and industry.